

THE VEHICLE TRADE

ANY KIND OF LOCOMOTION CAN BE SECURED BY CUSTOMERS.

The Automobile Business Has Grown Wonderfully Within the Past Two or Three Years.

BUGGIES AND CARRIAGES USED

THERE IS APPARENTLY NO FALLING OFF IN THE TRADE.

The Use of Bicycles Also is a Matter of Pride to the Dealers—An Interesting Study.

Now that the weather in Indianapolis has settled down into undoubted summer the keenest interest is being felt in various kinds of vehicles, carriages, automobiles, bicycles and motor-cycles. Dealers in these useful and ornamental articles of merchandise are wearing the brightest of smiles these days and are rubbing their hands in glee at the prospect of a splendid summer and fall trade.

A newspaper man, who went about among these men a day or two ago and listened to their glowing accounts of the joys to be derived from each and all

of the different types of vehicles designed to obviate human exertion in moving from place to place, caught the contagion himself and was near to yielding to the temptation to buying some kind of a vehicle for his own use. Not until he reached his home and was told by his wife that they lived too close to the heart of the city to need a vehicle for business purposes and that she could use any extra money he might have in purchasing clothes for herself to better advantage than by investing it in the luxury of a vehicle, did he abandon his day dream.



H. S. HICKS AND WIFE—WINTON MOTOR CARRIAGE.

The reporter started out with the idea of discovering, if possible, what form of vehicle enjoys the largest measure of popularity in the public estimation. He had thought that possibly automobiles, being novel, might have the "call" slightly over the other types of vehicles. Talks with men who deal in the horseless carriages tended to confirm him in this preconceived idea. When, however, he came beneath the seductive blandishments of an exclusive dealer in carriages of the kind that require the services of a horse, to propel them, he wellnigh changed his mind. The outcome of it all was that he decided there is a field for every device for easy transportation that can be made by a factory.

LOVER OF THE HORSE.
Major Henri T. Conde is a firm adherent to the old "standby," the carriage and buggy that are drawn by horses. "I tell you," he said, "there is no getting 'round the enchantment of holding the reins and hearing the musical click, click of the horses' hoofs on the ground. You and I will never see the day when the horse is relegated to the background. I handle nothing but carriages and buggies. I used to deal in bicycles, but the profits on them have been so 'whittled' that there is nothing in them any more for large dealers. You see, most of the bicycles are sold on payments, and the cost of collection is too great to make it worth while for a big dealer to engage in the business."

"Are the styles in carriages and buggies being kept up," repeated Mr. Conde. "Just look at those samples before your eyes." He pointed to a row of the most beautiful vehicles the reporter had ever looked at, vehicles of every conceivable style and ornamented in the most picturesque manner. The display room used by the Conde company is said to be the largest in Indiana and one of the largest outside of Chicago and New York. It is fifty feet wide and 29 feet deep. About 29 different styles of vehicles are shown. In speaking of automobiles Mr. Conde said: "The automobile has not reached a price yet that makes it sufficiently popular to compete with the carriage, and I think it will be some years before the price is low enough to meet a popular demand. Only a few of the wealthier class of people can afford the new type of vehicle." Mr. Conde said that the outlook for the carriage business the coming summer and fall is fine. Factories are from three to four weeks behind in filling their orders. Styles show a great improvement over last year and the vehicles are handsomer than ever before. Scarcely a vehicle goes out now without rubber tires on the wheels. The proportion of rubber-tired carriages and buggies is about 10 per cent.

Carriage factories make everything but the rubber tires, and these are furnished by rubber factories. The Conde company buys many vehicles with the steel channels ready for tires and then fits the tires in its own establishment. It also does considerable refitting of old vehicles with new tires and carries on an extensive repair business in the basement of its building. Two floors are devoted to the carriage trade.

ALL KINDS OF VEHICLES.
When the newspaper man walked into the big H. T. Hearsey salesroom on the circle he found carriages, buggies, phaetons, automobiles, motor cycles and bicycles standing side by side. "Of course we sell more vehicles of the horse kind than any other kind just now," said Mr. Hear-

sey, "but the automobiles and motor cycles are gaining in popular estimation. The vehicle business will never, however, suffer from the automobile business, for wherever one man sells his horse and carriage to buy an automobile a dozen others will buy carriages and horses." Mr. Hearsey explained that the automobile and motor cycle have had to overcome a popular prejudice. "Why, I can remember when the pneumatic tires first came in," he said. "People held up their hands in horror and said, 'We will never use those things. Suppose we were ten miles out in the country and they would 'go down,' then what? After a while they became educated to the advantages of the new-fangled tires, and now they would not have the old kind for anything in the world. One thing I always impress on prospective buyers of automobiles or motor cycles is that they require care. They won't run just any old time you want them to unless they are kept in good order. A horse and buggy require attention, and so do automobiles and motor cycles. If a man buys one of the new kinds of vehicles he must expect to have some trouble."

To illustrate the truth of his assertion that the vehicle trade will not be injured by the new kinds of vehicles, Mr. Hearsey cited the fact that there are to-day something like 30,000 bicycles used in Indianapolis, and yet more carriages are being sold than ever before, and the street-car company is still "doing business at the old stand."

When asked as to the merits of the different makes of automobiles, Mr. Hearsey said that each has its individual merit. The electric wagon cannot be surpassed for use by women and men alike in parks, on smooth streets and good country roads for a radius of eight or ten miles. They are clean, noiseless and easily handled. When, however, one desires to go on a long jour-

ney, he had better take a steam or gasoline carriage. The electric wagon has been greatly improved in the last eighteen months. For example, its capacity for storing electric power is now double what it was then. Formerly such a wagon could only travel twenty-five miles without being recharged. Now its limit is fifty miles.

"Everybody is thinking and talking automobile just now," said Mr. Hearsey. "The steam carriage is meeting with a very ready sale, for its ability to traverse rough roads and climb hills commends itself to the popular favor at once. For a practical road machine it is, in my opinion, far ahead of any other automobile. Steam wagons are made practically noiseless, which is a point in their favor, or seems to be, though just why people should object to a little noise from an automobile carriage is more than I can imagine. They don't complain of the noise of the horses' hoofs in carriage riding. The steam wagon has an advantage over others in the matter of weight. It weighs 850 pounds, as against 1,250 for the electric wagon and still more for the gasoline vehicle. The gasoline wagon has shown up in very small numbers up to the present time. This shows that they are still in the experimental stage. The principal objection to a gasoline wagon seems to be its noise, its great weight and the uncertainty of the power, also the complication of the machinery. However, a great deal of thought is being devoted to gasoline vehicles, and possibly they will show some unexpected developments for road and racing purposes. One advantage they have is that they can be built cheaper than either electric or steam wagons, and it is possible that they may fill the demand for automobiles at a reasonable price."

Mr. Hearsey is a believer in the motor bicycle. He considers it an educator for the automobile. It can be used for touring and business, and is very widely used in Europe. He thinks Indianapolis will in a short time have quite a number of these little bicycles on its streets. An advantage they have is that they can go over as narrow a strip of road as a bicycle can. They will climb rather steep grades also.

MANUFACTURING CENTER.
Indianapolis is blessed with its share of automobile manufacturers and dealers, and is one of the best trade centers in the country because of its admirably paved streets. The National automobile works is one of the largest in the United States, is located here. So, also, is the Waverley company. The Patee Motor Cycle Company is doing a big work in manufacturing motor cycles in its factory adjacent to the cereal plant. A visit was paid to the Patee factory recently, and Fred Patee, inventor of a motor cycle, showed the reporter over his plant. Bicycles are made here, but Mr. Patee pays more attention to building motor cycles according to an invention of his own than he does to bicycles. He is enthusiastic over the future for the motor cycle. "We are turning out five complete machines every day," he said, "and are away behind with our orders. We are going to enlarge the plant so as to make capacity fifty a day. Every part of the cycle is made under one roof."

The Patee motor cycle is very compact, weighs only one hundred pounds and can be driven at the rate of from four to twenty-five miles per hour, according to the inclination of the rider. One reason that is urged in favor of motor cycles is that they obviate the necessity of riding on sidewalks to get out of rough, uneven roadways. The indefatigable little machines seem to care nothing at all for cobble stones or mud or gravel streets.

A dealer in carriages called attention to the fact that the uniformly high prices that horses bring in the market means that the demand for carriages will continue brisk. "More and more attention is paid each year," he said, "to making carriages as handsome as possible, and there is no reason why any citizen of Indianapolis should purchase a carriage anywhere else

but right here at home, for the best are made in this city."

Mr. Koehring, of the Indianapolis Automobile and Bicycle Company, who can be seen daily riding in his De Dion-Bouton gasoline automobile, thinks there is a great future for horseless vehicles. He has prospective customers every day looking into the motor business. The steam "mobile" sells best with him and the large number in use in Indianapolis attest their popularity. He is also very enthusiastic over the gasoline motorette, made in France, which are becoming very popular in the East.

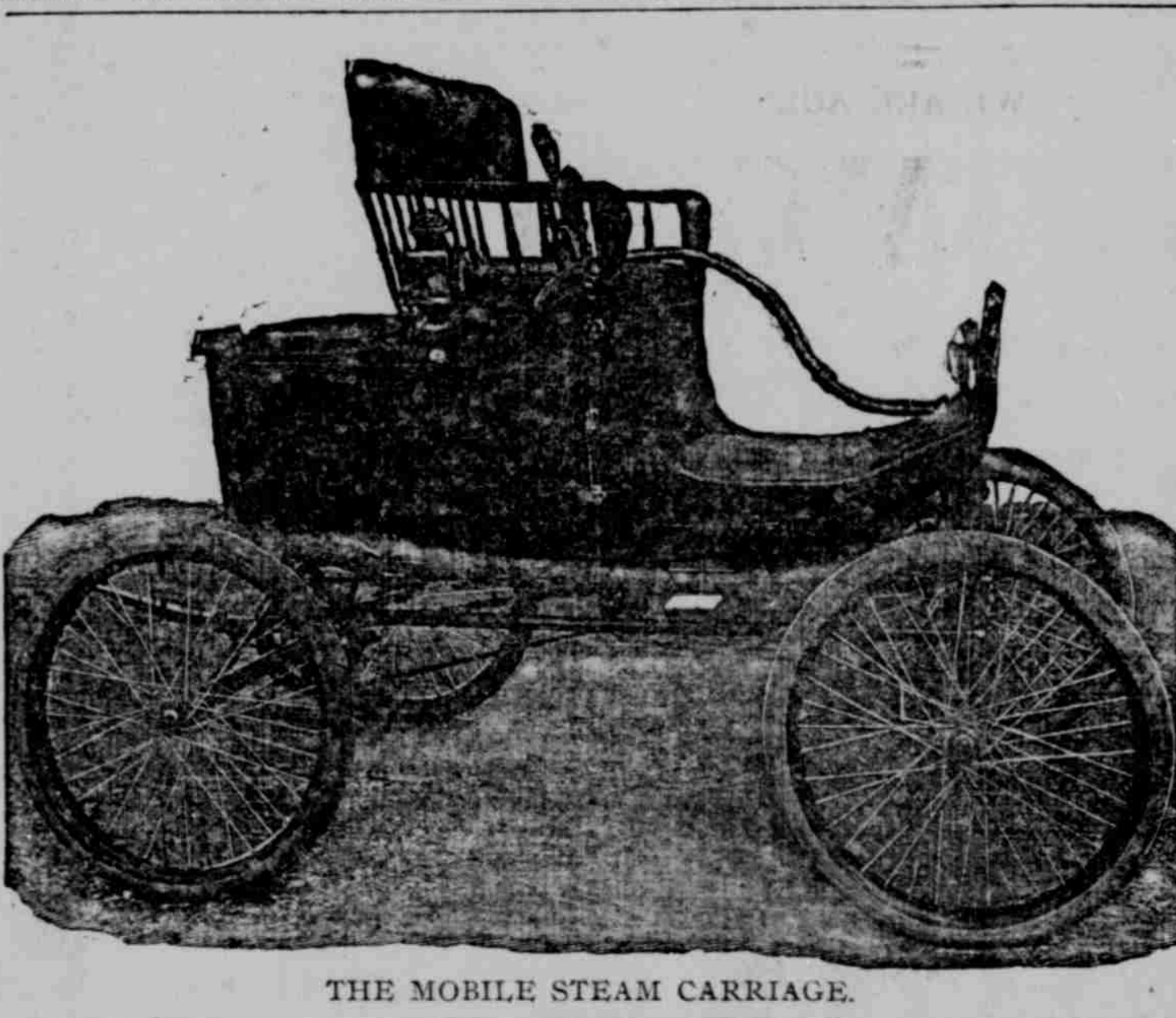
An interesting bit of news was picked up by the reporter in his tour of carriage, automobile and bicycle stores. He learned that a prominent young business man of Indianapolis will start next August for the Buffalo exposition in his own steam automobile. The young man requested that his name be printed, as he fears that he would be overlooked with requests from friends to be "taken along" if his trip should be made known so far in advance.

Carl G. Fisher and his brother, who conduct the Fisher automobile, motorcycle and bicycle store on Delaware street, near Massachusetts avenue, is enthusiastic over the type of steam automobile that he handles. He calls attention to the fact that the maker of this style of machine is soon to start on a trip across the American continent from San Francisco to New York. The same man has already made the journey from Cleveland, O., to New York in an automobile of his own make.

AN EARLY INVENTOR.
Indianapolis enjoys the distinction of numbering among its citizens the man who made the first practical automobile ever shown in the West. This is Mr. C. H. Black, formerly of the carriage manufacturing firm of Black & Backus, later of the Black Manufacturing Company, now general superintendent of the Indiana Motor and Vehicle Company. Mr. Black exhibited the first automobile on the streets of Indianapolis four or five years ago, and it created a genuine sensation. He has been manufacturing carriages and other vehicles in this city for twenty-nine years past. Mr. Black says, concerning automobiles and horse-propelled vehicles: "With all the great features of the automobile, none of us will live to see the day when the horse will be a curiosity. On the other hand, we will have an increase of both horses and autos. Although there are several types of machines operated by gasoline, electricity, steam, ammonia, liquid air, etc., the time is not far off, in my opinion, when the gasoline wagon will lead the van on account of its simplicity, lightness and low cost of operation, nothing being required except gasoline and water, both of which are comparatively cheap."

The Waverley electric automobile is of exceptionally handsome design, being of graceful proportions and neatly appointed. It is manufactured under the supervision of R. H. Hassler, formerly of the Westinghouse Electric Company. One of the claims made for this machine is that its battery is of low voltage and requires only twenty cells, as against forty called for in the construction of many other machines. Some electric automobiles develop eighteen to twenty-two amperes at a pressure of eighty volts, while the Waverley will, it is declared, run on eighteen to twenty amperes at a pressure of only forty volts.

DEVELOPMENT OF AUTOMOBILES.
Mr. Carl G. Fisher talked entertainingly of the remarkable development of automobiles in recent months. "In spite of the every-day demonstrations made on our streets and surrounding roads of the practical uses to which automobiles can be subjected," he said, "there yet remains considerable missionary work to be done before people who have become interested will be induced to purchase. With the present state of perfection attained by several manufacturers of autos there is no reason why two or three hundred of these machines should not be used in Indianapolis by merchants and amateurs who would purchase them if they could be convinced that the machines will do what is expected of them. Yet these same individuals will not take the trouble to satisfy themselves and at the same time give the manufacturer a chance to prove the correctness of his assertion that the automobile is practical. Unfortunately for the trade in this city, a great deal of experimental work has been done here, and some few who purchased automobiles of the earlier patterns have not felt the satisfaction or certainty that is felt by those who purchase now. Tremendous strides have been made in workmanship, material, simplicity and general durability and economy of operation of automobiles, even in the past eighteen months. In the East scores of women



THE MOBILE STEAM CARRIAGE.

drive autos fearlessly. They use steam, electric and gasoline wagons without the risk that they would incur if they were seated behind the most mild-mannered horse. The public, however, is critical, and must have its 'kick' over any new method of locomotion. The records of the entire country will not disclose the death of a single auto driver, or even the severe injury of one, except through racing or running at dangerous speed. The larger part of cost of repairs to automobiles can be traced to careless driving and entire lack of proper care and attention."

About fifty automobiles are in daily use by residents of Indianapolis. A partial list has been compiled from lists supplied by Messrs. Fisher, Koehring and Hearsey, as follows: J. K. Lilly, Henry Severin, Jr., Fred Ayrer, Frederick Dickson, Herbert Bates, Dr. Hodges, Henry Severin, Dr. Hicks, Pierre Gray, H. L. Hewitt, Charles E. Coffin, Garrett Hendricks, Webb Jay, Dr. Maurice Raschig, George Koehler, Harvey Bates, Carl G. Fisher, H. T. Hearsey, C. Koehring, Albert E. Tripp, R. W. Stinson, F. W. Snicker, J. A. Rink, L. S. Ayres & Co., L. G. Deschler, M. Fisher, S. D. Pierson, Charles F. Smith, the New York store and the Sentinel.

Christian Science Is Pessimism.
T. J. Hudson, in Everybody's Magazine. The most astounding of all the manifestations of the atavistic tendencies of Christianity comes in the practice of fetishism, practically in its primeval purity.



PATEE MOTOR CYCLE. Price, \$200

NO MAKER has ever produced a better Bicycle than the PATEE CREST. It is built of the highest grade material that money will buy. As makers we are the oldest manufacturers of Bicycles now building machines in America. Our plant, the old "Outing" factory at Eighteenth street and the Belt railway, was built and equipped especially for the construction of high-class Bicycles, at an expense of nearly \$100,000. We employ only the highest class mechanics, men who know the Bicycle business from the making of the steel to the finish of the complete machine. Some of these men have been with us for fifteen years. In our steady and honest endeavor "to give the rider the best Bicycle in the world for the money" we have continued to improve the grade and quality till now we are producing a machine that is nearly perfect; so nearly so that if a rider were to offer \$1,000 to any maker on earth he couldn't get a better Bicycle than a Patee Crest.

Patee Crest Bicycles Retail at \$25, \$40 and \$45

SOLD IN INDIANAPOLIS BY THE

Guarantee Tire and Bicycle Co.

359 Massachusetts Avenue and 148 South Illinois Street

Good Agents wanted in every town in the State.

PATEE BICYCLE CO., Indianapolis, Ind., Eighteenth St. and Belt Ry.



PATEE CREST, \$40

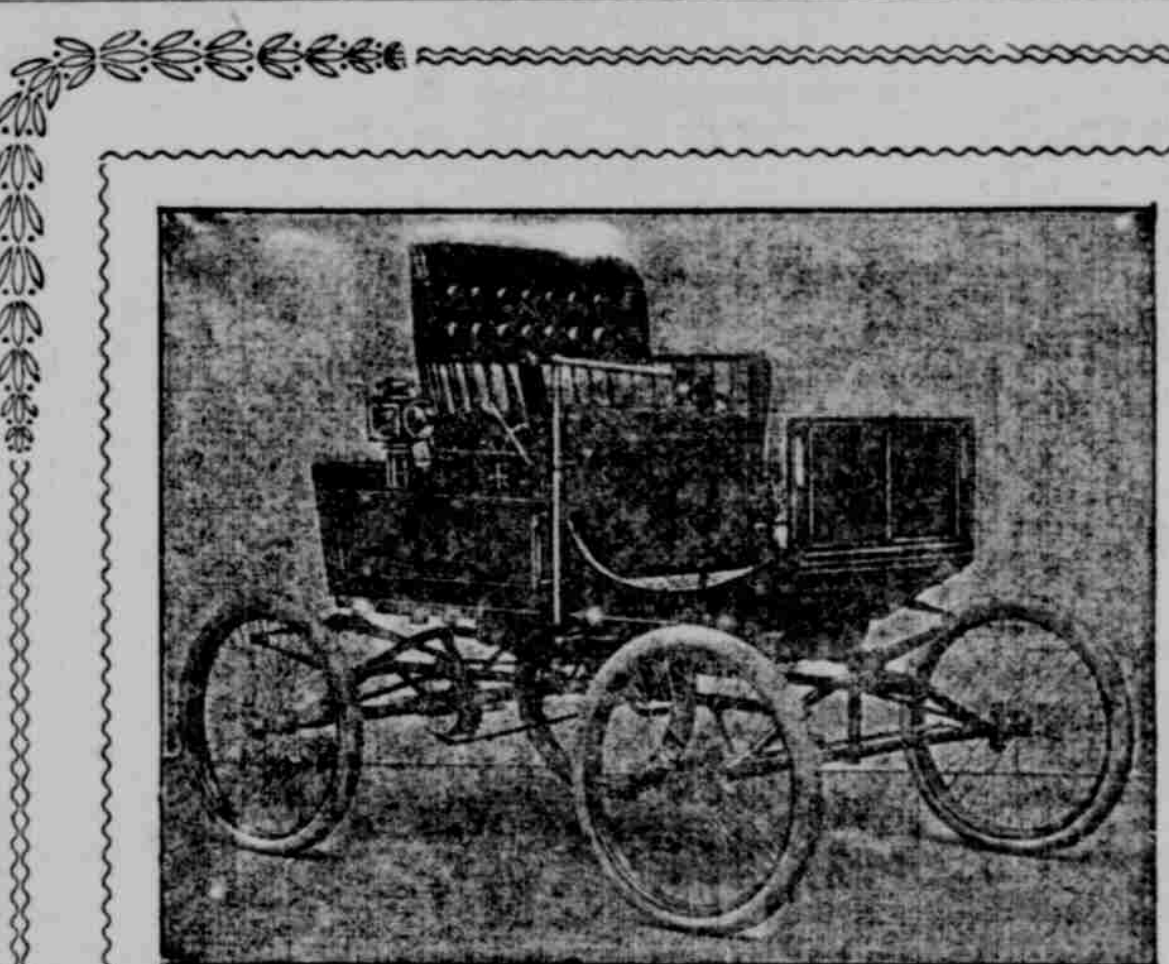
Many such practices are revealed through private sources, but I will confine myself to one or two, of these that are already notorious. First, then, the founder's book itself is a fetch, in the first place, it is worshipped as of divine origin, equal, if not superior, in authority to the Bible. Again, the book is fervently believed to be itself invested with the divine power of healing. The authority for each of these beliefs is found in the book itself. Its author's claim to divine inspiration is boldly stated, and the faithful are informed that a devout perusal of its pages will heal their diseases. Accordingly, the truly good Christian Scientist reads it in an ecstasy of holy joy, and some of them have been known to sleep with it under their pillows. If this is not fetch worship, will some unprejudiced student of comparative theology tell us its legitimate classification?

SCHOOL DRAMAS.

What President Parsons, of the Normal School, Thinks of Them.

Terre Haute Express.

President Parsons, of the State Normal, had his attention called yesterday to an article which appeared last week in an Indianapolis paper, in which a state official objects to his daughter, a student in Butler College, taking part in a play which is to be presented by the students of that institution. President Parsons was asked for an expression of opinion on the subject and other outside work done by students, and he spoke as follows: "With the particular drama referred to, 'The Shoemaker's Holiday,' I am not familiar, but if it is immoral, as is the article returned to it is said to be, it ought not to be studied and presented by a company of students. While I am in a positive, constructive ethical content, study it thoroughly and present it upon the stage is an immoral one. I do not see how I can purchase them if they could be convinced that the machines will do what is expected of them. Yet these same individuals will not take the trouble to satisfy themselves and at the same time give the manufacturer a chance to prove the correctness of his assertion that the automobile is practical. Unfortunately for the trade in this city, a great deal of experimental work has been done here, and some few who purchased automobiles of the earlier patterns have not felt the satisfaction or certainty that is felt by those who purchase now. Tremendous strides have been made in workmanship, material, simplicity and general durability and economy of operation of automobiles, even in the past eighteen months. In the East scores of women

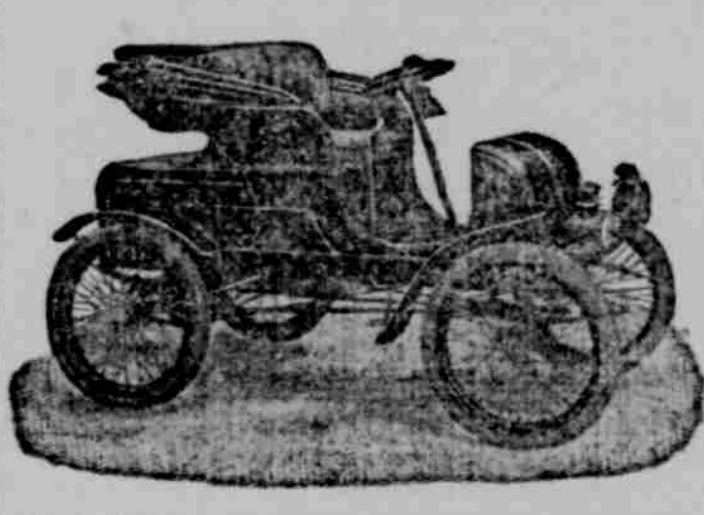


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Gasoline, Steam and Electric

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ELECTRIC VEHICLES FOR HIRE



Fisher & Co

Note—

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CARL G. FISHER, Manager



The Greatest Vehicle House

IN THE STATE OF INDIANA

...Good Values... Reasonable Prices

A GREAT VARIETY OF STYLES IN

Carriages, Surries, Phaetons Buggies, Stanhopes, Traps, Roadwagons, Coaches

And many new ideas that combine style with quality. It's easy to own your own carriage, and you will appreciate this fact when you have inspected our display. The modern vehicle with noiseless rubber tires is one of the pleasures that you cannot afford to deny yourself.

The Conde Implement Co.

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